

## **Proposal Submission Forms**

HISD Project Number: 03-11-05



OPTIONAL  
LETTER OF INTENT TO SUBCONTRACT

☒ If Supplier is a certified MWBE, check the box at left and fill out ONLY the Supplier information below.

Upon award of the contract for Project Number: \_\_\_\_\_

Description: \_\_\_\_\_

by the Houston Independent School District, the undersigned firms agree to execute a subcontract agreement for the following scope of services:

\_\_\_\_\_  
\_\_\_\_\_

For the amount of: \$ \_\_\_\_\_

**SUPPLIER**

Analytical Computer Services  
Micro System Enterprises  
Name of Company

11500 NW Freeway, Suite 350  
Address

Houston, TX 77092

City/State Zip

713-681-0039

Telephone Number

713-681-3737

Fax Number

Frank Trifilio

Name of Officer (Print or Type)

Signature of Officer

11/12/2003

Date

**MWBE/SUBCONTRACTOR**

Name of Company

Address

City/State

Zip

Telephone Number


Fax Number

Name of Officer (Print or Type)

Signature of Officer

Date

HISD Project Number: 03-11-05

	OPTION A
	<b>SCHEDULE OF M/WBE PARTICIPATION</b>
	MINIMUM PARTICIPATION REQUIREMENTS
	7410 N. FIDUCIARY, FIDUCIARY, FIDUCIARY

NAME OF SUPPLIER: Analytical Computer Services/Micro System Enterprises

BID/PROPOSAL DUE DATE: 11/12/2003

BID/PROPOSAL PROJECT No.: 03-11-05

BID/PROPOSAL TITLE: Network Cabling

☒ IF SUPPLIER IS A CERTIFIED M/WBE, CHECK THE BOX AT LEFT, ATTACH A CURRENT M/WBE CERTIFICATE, AND SKIP TO THE SIGNATURE LINE.

(1) NAME OF M/WBE FIRM*	(2) TELEPHONE NUMBER	(3) CONTACT PERSON	(4) SCOPE OF SERVICE	(5) AGREED PRICE

\*Firms must be certified by either the City of Houston, the Houston Minority Business Council, or the Houston Women's Business Council.

TOTAL M/WBE PARTICIPATION AMOUNT: \$ \_\_\_\_\_

TOTAL BID/PROPOSAL AMOUNT: \$ \_\_\_\_\_

M/WBE PERCENTAGE: \_\_\_\_\_ %

Supplier will enter into a formal agreement with the firms identified in column (1) for services/supplies listed in Column (4) of this Schedule of M/WBE Participation form, subject to execution of a contract with the Houston Independent School District and confirmation of project requirements and scope of work. Supplier will provide a written report of M/WBE participation to HISD on a periodic basis.

Frank Trifilio, President  
OFFICER'S NAME AND TITLE

  
SIGNATURE

11/12/2003  
DATE

## M/WBE Company Name Search Results

Records 1 to 1 of 1

**Analytical Computer Services**

(713) 681-0039

Frank H. Trifilio

Computer sales and service, consulting and related services.

11500 Northwest Freeway, Suite 320, Houston, TX 77092-8708

Fax: (713) 681-0057 email:

web site: <http://www.acslexas.com/>

Expires: 07/31/03

Records 1 to 1 of 1



# State of Texas

## Historically Underutilized Business Certification and Compliance Program



The Texas Building & Procurement Commission (TBPC);  
hereby certifies that

### **ANALYTICAL COMPUTER SERVICES**

has successfully met the established requirements of the  
State of Texas Historically Underutilized Business (HUB)  
Certification and Compliance Program to be recognized as a HUB.

This certificate, printed 19-JUL-2003, supersedes any registration and certificate previously issued by the TBPC's HUB Certification and Compliance Program. If there are any changes regarding the information (i.e., business structure, ownership, day-to-day management, operational control, addresses, phone and fax numbers or authorized signatures) provided in the submission of the business application for registration/certification as a HUB, you must immediately (within 30 days of such changes) notify the TBPC's HUB program in writing. The Commission reserves the right to conduct a compliance review at any time to confirm HUB eligibility. HUB certification may be suspended or revoked upon findings of ineligibility.

Certificate/VID Number: 1760313399600  
File/Vendor Number: 05073  
Approval Date: 16-JUL-2003  
Expiration Date: 16-JUL-2007

Paul A. Gibson  
HUB Certification & Compliance Supervisor  
Texas Building & Procurement Commission  
(512) 305-9071

Note: In order for State agencies and institutions of higher education (universities) to be credited for utilizing this business as a HUB, they must award payment under the Certificate/VID Number identified above. Agencies and universities are encouraged to validate HUB certification prior to issuing a notice of award by accessing the Internet (<http://www.tbpc.state.tx.us>) or by contacting the TBPC's HUB Certification and Compliance Program at (888) 863-5881 or (512) 463-5872.





# CITY OF HOUSTON

Affirmative Action and Contract Compliance

Lee P. Brown, Mayor

## ANALYTICAL COMPUTER SERVICES

is duly certified as a

Minority/Disadvantaged Business Enterprise

Expiration Date June 30, 2004

A handwritten signature, likely of Lee P. Brown, is written over a horizontal line.

443120 COMPUTER AND SOFTWARE STORES



NOTE: The TUCP includes the City of Austin, Corpus Christi Regional Transportation Authority, North Central Texas Regional Certification Agency, South Central Texas Regional Certification Agency, and Texas Department of Transportation.

Note: This certificate is the property of the City of Houston Affirmative Action and Contract Compliance, and may be revoked should the above named firm graduate from the MWDBE program. This certificate is renewed annually.



## CITY OF HOUSTON

Affirmative Action and Contract  
Compliance Division

August 05, 2003

Mr. FRANK TRIFILIO  
ANALYTICAL COMPUTER SERVICES  
11500 NORTHWEST FREEWAY, STE 320  
HOUSTON, TX 77092

Certification # 03-06-3561

Lee P. Brown

Mayor

John J. de Leon  
Director  
Affirmative Action and  
Contract Compliance Division  
P.O. Box 1562,  
Houston, Texas 77251-1562

T. 713.837.9000  
F. 713.837.9050  
[www.cityofhouston.gov](http://www.cityofhouston.gov)

Dear Mr. TRIFILIO:

**CONGRATULATIONS!** Your application for certification as a Minority / Disadvantaged Business Enterprise (M/DBE) is approved for a period of one year, expiring June 30, 2004

We have certified ANALYTICAL COMPUTER SERVICES, only for COMPUTER/COMPUTER PERIPHERAL EQUIP/SOFTWARE WHOLESALE. You are being listed in the Affirmative Action Directory of certified M/DBE's beginning September, 2003, under the following Directory NAICS code(s):

**443120 COMPUTER AND SOFTWARE STORES**

The certification covers only the one company, that which is listed in this letter and on the attached certificate, not any other company with which you may be associated, and only for those specific functions mentioned herein.

The expiration date, which appears on this Certification letter, attached Certificate, or other related documentation will be superseded by a graduation date, should your firm be designated as an Established Business.

Each year one month prior to the anniversary date of your certification, you will receive a No Change Affidavit for completion. This form must be completed and returned along with a signed copy of your Personal Income Tax (Form 1040) and a copy of your Business Income Tax (Form 1120, 1065 or Schedule C.) If you do not complete and return the above items, your certification will be revoked.



Failure to report changed information to us, or any subsequently discovered material misrepresentation in the certification application or in the execution of a contract, will be reason for revocation of certification for a five-year period.

want to emphasize several important facts for your consideration:

First, we are here to assist you with any question or problems about how the City's MWBE program works. We are also here to assist you with any problems on a City contract.

Second, never allow a company to submit your name unless you will, through your own efforts, be doing the work. The following practices are violations of the City's MWBE program and will result in the revocation of certification for a five-year period.

Allowing your company's name to be submitted toward satisfying the MWBE goal for a scope of work for which you are not certified;

- II. Brokering or passing-through supply orders, wherein your contract includes dollars for supplies which you would only order from distributor or manufacturer;
- III. Hiring members of the prime contractor's workforce;
- IV. Allowing your company's name to be submitted toward satisfying the MWBE goal, but not actually performing, through your own workforce, the exact scope of work submitted in the prime's contract documents;
- V. Requesting or allowing the prime contractor to "advance" dollars on government companies or otherwise meet payroll for your employees.

Third, after you sign a Letter of Intent or contract with a prime contractor to provide services or supplies on a City contract, should you experience ANY problems with actually getting or completing the contract, or being paid, please call us immediately to file a complaint. We cannot know whether you have actually been given the contract, or working on a project as reported to City Council, unless you tell us.

Fourth, we distribute hundreds of directories each month, to be used internally on City contract-awarding departments, externally by prime contractors, and by subcontractors or vendors as they attempt to meet MWBE goals assigned to City



contracts. Our directory is also used by several other agencies and corporations in their search for legitimate MWBE companies. You must maintain an accurate mailing address, a working telephone number, and a person or device for accepting your messages. It is essential that you return solicitation calls immediately. The accomplishment of the spirit and intent of our program is seriously affected when MWBE's cannot be reached. Those interested in contracting must be able to reach you quickly and consistently.

Fifth, please notify us immediately if you are ever, by action or inaction, discouraged from bidding on any City project, by a prime contractor or subcontractor, or any employee of the City. Our program requires that all information on a contract be given to you in a time frame, which will give you an opportunity to develop your bid.

Sixth, your certification has value, so your Certification Number should be guarded carefully. We suggest that you not give your Certification Number to people who call and those who express an interest in doing business with you. Rather, we suggest you wait until your bid is accepted and you have a contract or signed Letter of Intent before releasing your Certification Number. They may call us for verification.

The City MWBE program's focus is to open the competitive process, and to afford you an opportunity to actually perform work or provide services/goods related to city taxpayers' projects. This program is working! Our Fy'00 figures are among the highest in the nation--\$266.4 million earned by minority and women owned companies. We hope that in next year's figures we can count contracts you have received.

Again, congratulations. We welcome your participation, and wish you every success.

Very truly yours,



John J. deLeon

ge/rb



# CITY OF HOUSTON

Affirmative Action and Contract Compliance

Lee P. Brown, Mayor

**MICRO SYSTEM ENGINEERING, INC.**

is duly certified as a  
Minority Business Enterprise

Expiration Date June 30, 2004

A handwritten signature, likely of Lee P. Brown, is written over a horizontal line.

**423430** COMPUTER AND COMPUTER PERIPHERAL EQUIPMENT AND SOFTWARE WHOLESALERS

Note: This certificate is the property of the City of Houston Affirmative Action and Contract Compliance, and may be revoked should the above named firm graduate from the MWDBE program. This certificate is renewed annually.



# State of Texas

## Historically Underutilized Business Certification and Compliance Program



The Texas Building & Procurement Commission (TBPC),  
hereby certifies that

### **MICRO SYSTEM ENTERPRISES INC**

has successfully met the established requirements of the  
State of Texas Historically Underutilized Business (HUB)  
Certification and Compliance Program to be recognized as a HUB.

This certificate, printed 02-MAY-2003, supersedes any registration and certificate previously issued by the TBPC's HUB Certification and Compliance Program. If there are any changes regarding the information (i.e., business structure, ownership, day-to-day management, operational control, addresses, phone and fax numbers or authorized signatures) provided in the submission of the business' application for registration/certification as a HUB, you must immediately (within 30 days of such changes) notify the TBPC's HUB program in writing. The Commission reserves the right to conduct a compliance review at any time to confirm HUB eligibility. HUB certification may be suspended or revoked upon findings of ineligibility.

Certificate/VID Number: 1760285647200  
File/Vendor Number: 08475  
Approval Date: 18-DEC-2002  
Expiration Date: 18-DEC-2006

Paul A. Gibson  
HUB Certification & Compliance Supervisor  
Texas Building & Procurement Commission  
(512) 305-9071

Note: In order for State agencies and institutions of higher education (universities) to be credited for utilizing this business as a HUB, they must award payment under the Certificate/VID Number identified above. Agencies and universities are encouraged to validate HUB certification prior to issuing a notice of award by accessing the Internet (<http://www.tbpc.state.tx.us>) or by contacting the TBPC's HUB Certification and Compliance Program at (888) 863-5881 or (512) 463-5872.



# NCTRCA

## D/M/WBE CERTIFICATION

**Micro System Engineering, Inc.**

has filed with the Agency the appropriate Affidavit and is hereby certified as a  
Minority Business Enterprise

providing service(s) in the following areas:

541512; 811212;

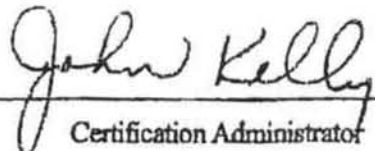
Computer Consulting Services; Computer and Office Machine Repair and Maintenance;

This Certification is valid beginning January 2003 and supersedes any registration or listing previously issued. This certification must be updated annually by submission of a Annual Update Affidavit. At any time there is a change in ownership or control of the firm, notification must be made immediately to the North Central Texas Regional Certification Agency.

Certificate expiration January, 2004

Issued date January, 2003

CERTIFICATION NO. PMMB17730N0104

  
Certification Administrator

Metropolitan Transit Authority  
1201 Louisiana  
P.O. Box 61429  
Houston, Texas 77208-1429  
713-739-4000  
www.ndemetro.org

**METRO**



**Shirley A. DeLibero**  
President & Chief Executive Officer

May 23, 2003

**SMALL BUSINESS PROGRAM  
NOTICE OF CERTIFICATION  
# 81-05-03-2063**

Mr. Frankie Wong  
Micro System Engineering, Inc.  
10661 Rockley Road  
Houston, TX 77099

Dear Mr. Wong:

Congratulations! Your application for certification as a small business enterprise in METRO's Small Business Program has been approved. This affirms your certification with METRO for projects in the area(s) listed below:

**Supplies/Equipment**  
(value added reseller of computer hardware and software services)

Provided there are no changes in the firm, this certification is valid for two years from the date on this letter. After two years, recertification will be required in order to be eligible for the remaining five years prior to graduation. Note, too, that the firm's certification eligibility is subject to METRO's review at any time and you may be requested to provide relevant documentation.

METRO appreciates your interest in its Small Business Program. You may request management and technical assistance by writing to my attention and stating specifically how you would like to be assisted. Should you have any questions concerning METRO's small business provisions or procedures, feel free to contact me at (713) 739-4844.

Sincerely,

John Truitt  
Small Business Program Officer

**Houston Independent School District**  
**Request for Proposal - Network Cabling**  
**Project Number 03-11-05**  
**Attachment E**

**COMPANY INFORMATION**

1. Name of state where your home office/headquarters is located Texas.
2. If home office/headquarters is out of state, does that state have preferential treatment on bids?  
☐ Yes ☐ No  
  
If yes, what \_\_\_\_\_ %.
3. Does any officer, partner, owner, sales representative and/or spouse work for the Houston Independent School District? ☐ Yes ☒ No
4. If yes, please specify: \_\_\_\_\_
5. FIRM NAME: Analytical Computer Services/Micro System Enterprises  
FIRM ADDRESS: 11500 Northwest Freeway, Suite 350  
Houston, TX 77092
6. TELEPHONE: 713-681-0039
7. FAX NUMBER: 713-681-3737
8. SIGNATURE OF FIRM'S AUTHORIZED OFFICIAL: \_\_\_\_\_  
  
Date: 11/12/2003
9. NAME AND TITLE (TYPE OR PRINT): Frank Trifilio, President
10. CONTACT PERSON'S NAME AND PHONE NO. (TYPE OR PRINT): same as above

  
\_\_\_\_\_  
Company Authorized Signature



**Houston Independent School District  
Request for Proposal – Network Cabling  
Project Number 03-11-05  
Attachment E**

**11. COMPANY MAJORITY OWNERSHIP (Check one in each column)**


<u>Ethnic</u>	<u>Gender</u>	<u>Location</u>
<input type="checkbox"/> Black (B)	<input checked="" type="checkbox"/> Male	<input checked="" type="checkbox"/> Houston (H)
<input checked="" type="checkbox"/> Hispanic (H)	<input type="checkbox"/> Female	<input type="checkbox"/> Texas (T)
<input type="checkbox"/> Asian, Pacific Islander (API)		<input type="checkbox"/> Out of state (O)
<input type="checkbox"/> Indian (I)		<input type="checkbox"/> Out of state with local office (OT)
<input type="checkbox"/> White (W)		
<input type="checkbox"/> Public Owned (PO)		

**12. Please check (✓) one of the following:**

- ☐ Proposer will provide goods and services with own work force
- ☒ Proposer will make purchase of goods directly from the manufacturer or other supplier

**IMPORTANT: PROPOSAL WILL NOT BE CONSIDERED IF SUBMITTED WITHOUT A MANUAL SIGNATURE ON ITEM 8 ABOVE AND IN THE SPACE PROVIDED ON EACH PROPOSAL PAGE.**

**FOR ANY QUESTIONS REGARDING THIS PROJECT, CALL KEN PHILLIPS AT (713) 892-6940.**

  
\_\_\_\_\_  
Company Authorized Signature

**Houston Independent School District  
Request for Proposal – Network Cabling  
Project Number 03-11-05  
Attachment E**

**CERTIFICATION AND DISCLOSURE STATEMENT**

(Proposer to return this page)

A person or business entity entering into a contract with HISD is required by Texas Law to disclose, in advance of the contract award, if the person or an owner or operator of the business entity has been convicted of a felony. The disclosure should include a general description of the conduct resulting in the conviction of a felony as provided in section 44.034 of the Texas Education Code. The requested information is being collected in accordance with applicable law. This requirement does not apply to a publicly held corporation.

If an individual:

YES or NO

Have you been convicted of a felony?

If a business entity:

YES or NO

Has any owner of your business entity been convicted of a felony?

YES or NO

Has any operator of your business entity been convicted of a felony?

If you answered yes to any of the above questions, please provide a general description of the conduct resulting in the conviction of the felony, including the Case Number, the applicable dates, the State and County where the conviction occurred, and the sentence.

I attest that I have answered the questions truthfully and to the best of my knowledge.

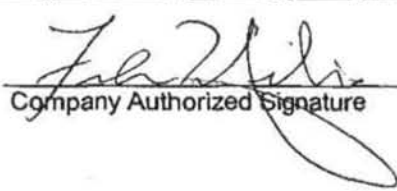
By: \_\_\_\_\_

Date: 11/12/2003

Name: Frank Trifilio

Title: President

Business Entity: Analytical Computer Services/Micro System Enterprises

  
Company Authorized Signature

November 12, 2003

Mr. Ken Phillips  
Procurement Services  
3830 Richmond Avenue  
Houston, Texas 77027-5838

Dear Mr. Phillips,

Analytical Computer Services and Micro Systems Enterprises (ACS & MSE) are pleased to respond to the Houston Independent School District's (HISD) RFP for Network Cabling (Project number 03-11-05).

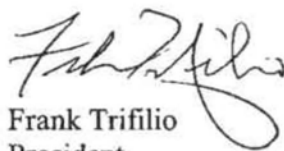
ACS & MSE have teamed with a number of the vendors and individuals who have provided Network Cabling to HISD for the last five years. Company profiles follow.

To ensure the quality of service being provided, members of our staff will be at the HISD Administration office daily. Staff will also be available by Mobile Phone, Two Way Radio\Pager, and at home 24 hours per day, 7 days a week.

If you require any additional information, please feel free to contact us at 713-681-0039 (ACS) or 281-983-9955 (MSE).

Thank you.

Sincerely,



Frank Trifilio  
President  
Analytical Computer Services



Frankie Wong  
President  
Micro Systems Enterprises



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## Profile

### **ANALYTICAL COMPUTER SERVICES AND MICRO SYSTEMS ENTERPRISES**

Analytical Computer Services and Micro Systems Enterprises ("ACS & MSE") have teamed with other premier service providers to fulfill a school district's needs. Many school districts are not being allowed to fully pursue E-rate funds as they do not have the infrastructure to perform the actions and submit the forms required to maximize their potential. Smaller school districts are overlooked by large consulting practices that focus their attention toward larger school districts and maximizing E-rate funding for those schools, which is often tens of millions of dollars.

Analytical Computer Services and Micro Systems Enterprises, together with Lakehills ISC, LLC, Woodlands Network Solutions, Inc., and Technology Cabling Solutions, Inc., and Anixter, Inc. have teamed to provide a superior offering to the Houston Independent School District and other districts that may use this contract.

Members of the ACS & MSE team comprise the list of vendors that have fulfilled E-rate projects for the fourth largest school district in the nation. However, the focus of ACS & MSE is to provide large and small school districts an opportunity to enhance the value of product and services received through E-rate by minimizing administrative and fee expenses the schools have to pay to benefit from the E-rate program.

ACS & MSE members have been involved with E-rate since the program's inception. We have a track record of providing the school districts the lowest possible costs and providing the school districts more products and services from program funds. The ACS & MSE team is dedicated to the proposition of improving the technology tools available to the teachers and students. The ACS & MSE team members have developed a depth of technical personnel to deliver the products and services needed and technical support required to keep the equipment in good working order so it is available for its intended use.

You understand the importance of using technology to inspire and improve learning. ACS & MSE understand your commitment to education and we have been committed to helping you utilize technology and the internet to link your schools to your community and beyond to provide teachers, parents and students the information they need to ensure every student is given the opportunity to succeed.

There has been increased attention on student performance and demand for educational accountability. Public schools need to leverage all resources. Administrators realize information technology is an underutilized tool and must become available to improve student achievement and drive administrative efficiency. However, as there is an increase

in your technology utilization, a management task becomes eminent. You need to ensure you are focusing teaching resources on teaching rather than managing technology. The focus of public education is to educate.

ACS & MSE have teamed to provide affordable, innovative technology with IT services. We represent a strategic partnership with the purpose to enable you to remain concentrated in managing education, not technology. Our commitment is to quality in education programs and providing support for using technology to improve student learning and creating a better connection between each student's home and their school.

We are ready to start today to help you apply for E-Rate funds and to execute solution designed specifically for you.

### **Innovative Products**

As professional services companies, ACS & MSE offer a comprehensive line of products, which is not restricted to a single manufacturer or biased by brand names. ACS & MSE are committed to identifying and implementing the most efficient equipment that will support the ability for you to improve your skills and use of technology.

### **IT Services**

ACS & MSE can be your local, single point of contact for all your IT Services needs. ACS & MSE have the capability to provide your school district with sole source accountability. We offer a complete range of services including E-rate application assistance, project management, product delivery, cabling, network solutions, systems integration and continuing service.

References and Company information follows:

### **Analytical Computer Services (ACS)**

Frank Trifilio founded Analytical Computer Services (ACS) in 1988 to provide customized service solutions for the personal computers and peripherals that were rapidly appearing in every U.S. Corporation. The level of service was so high, customers asked ACS to not only service their computers, but to provide them as well. Today, Frank leads a group of over 150 services, sales and support professionals, with offices in Dallas, Austin, and Houston. Although the company has achieved annual revenues of tens of millions of dollars, the guiding directive of the organization is still based on Frank's concept of unparalleled services.

ACS customers have included:

Houston ISD – ACS has provided over 15,000 workstations and 1,000 plus servers, installing software and integrating hardware from multiple manufacturers, providing warranty and non-warranty service as well as 4-hour server response.

Pasadena –ACS has provided over 5,000 workstations and servers as well as on-site

warranty and non-warranty support for PC's, servers, printers and networking equipment.

Houston Police Department – ACS provides maintenance of 1500 notebook computers which are used in all police cars, all servers, and workstations.

Department of Information Resources (DIR) - ACS has been one of DIR's top vendors for the last 8 years providing thousands of technology products through our current contracts.

ACS has been the #1 Compaq/HP Education Partner for 5 consecutive years. ACS is a certified HP Enterprise Authorized Reseller and Service provider with accredited Master System Engineers and HP certified Storage Area Network Architects.

ACS's technical qualifications include:

Microsoft Certified Professionals  
Microsoft Certified System Engineers  
Hewlett-Packard Authorized Service Provider  
Hewlett-Packard Printer Repair Center  
Cisco Certified Network Associates  
Cisco Certified Design Associates  
Citrix Certified Administrators  
Epson Certified Technicians  
Lexmark Certified Technicians  
Novell Certified Engineers

ACS product catalog includes equipment from manufactures such as Hewlett Packard, IBM, Toshiba, Lexmark, Epson, Xerox, Infocus, APC, Tripplite, Tektronics, Veritas, as well as many others.

ACS is certified with the State of Texas as a Historically Under-Utilized Business (H.U.B), with the North Central Texas Regional Certification Agency (N.C.T.R.C.A.) and the City of Houston.

Inc. Magazine ranked Analytical Computer Services in 1998 and 1999 in the "Inc. 500 America's Fastest Growing Private Companies"

Analytical Computer Services has been named on of "Houston's 100 Fastest Growing Companies" by the Houston Business Journal for six consecutive years.

Hispanic Business named Analytical Computer Services one of the "500 Largest Hispanic Owned Companies".



## Micro Systems Enterprise (MSE)

Micro System Enterprise (MSE) was founded in 1987 to provide leading-edge technology solutions to clients within the educational sector. Sixteen years of experience in the computer service industry has given MSE the expertise to blend a strong relationship with the both purchasing and deployment services.

MSE qualifications and certifications include:

IBM Business Solutions Partner	IBM Authorized Warranty Partner
Compaq Education Partner	Compaq Enterprise Solutions Provider
Compaq Master ASE	Microsoft Solutions Provider
Microsoft Educational Provider	Vinca Certified
Novell Gold Partner	Cisco Solutions Provider
CheckPoint Firewall Solutions	HP Certified

### Customer Support

MSE offers highly trained technicians and certified engineers as a diverse group of experts offering a wide array of skills necessary to keep clients attuned to current technological updates and how they will in turn affect the Districts. The MSE synergistic approach for software/hardware resolutions has proven successful by providing the total turkey solution.

### Custom Configuration

MSE maintains facilities to deploy custom and unique configurations. The local MSE configuration facility has approximately 15,000 sq ft to space specifically designed to support staging and imaging processing of this magnitude. The Build to Order (BTO) process also includes assembly, testing, 24-hour burn in and homogenous quality assurance. This quality assurance policy protects your investment of new technology being deployed today with current systems already on line.

### Warranty Support

MSE has provided service programs that exceeded the manufacturer's warranty to clients for the past sixteen years. MSE PREMIER services program will provide a resident certified technician on call. MSE will also provide and implement a readiness spare parts program. This service delivers unequalled convenience on parts management and access by placing a customized inventory of spare parts, which provide the best service response time available. MSE will also include a loaner program package for selected products to be used within the District.

Education customers of MSE included:

Houston ISD – MSE is a provider of Compaq hardware, service and support for the District.

Fort Bend ISD – MSE is the sole provider of Compaq hardware, services, cabling and support for the district. MSE is currently involved in a 3,000 PC deployment project to be completed within a 60 day period.

Dallas ISD – MSE is the sole provider of PC hardware, service and support for the district. During the year of 2001, MSE deployed and installed over 10,000 computer systems for Dallas ISD.

Galena Park ISD – MSE provides IBM hardware systems, service and support for the district.

## **Lakehills ISC, LLC**

Lakehills Consulting (Lakehills ISC) was founded by Kevin Killebrew to provide Business to Business consulting services focusing on Information Technology acquisitions in the public sector. In 1998 Lakehills began offering products and services to State and Local government agencies paying particular attention to the K-12 Education market. Focusing primarily on computer accessories, networking products, and hard to find items, our goal was to provide our customers with in-depth technical pre and post sales assistance, a competitive price, and an easy method of purchase.

This strategy has won Lakehills a loyal group of K-12 customers, and it now counts its annual sales volume in the millions since 1998.

Lakehills customers include:

Houston ISD – Lakehills has provided Ethernet switching and power protection devices for over 300 campuses and district offices

Mesquite ISD, Richardson ISD, Spring Branch ISD

Region IV, X, XI, XIII Education Service Centers

Other services and value-added benefits of Lakehills include, but are not limited to, the following:

The largest HP Procurve Networking Resellers in the US

A 3000 square foot receiving, configuration, and warranty service warehouse located in Houston

In addition to HP, Lakehills product lines include equipment from manufactures such as Compaq, Cisco, Tripplite, Sony, 3Com, Checkpoint Firewalls, Olympus, Microboards, Infocus, and many others.

Lakehills is a State of Texas QISV reseller

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## **Woodlands Network Solutions, Inc. (WNS)**

Woodlands Network Solutions, Inc. is a Texas Corporation. founded in June of 1994 to provide the highest quality of network cabling and infrastructure in the Government, Education and Business markets

WNS is certified by the Texas General Services Commission and City of Houston as a (HUB) Historically Underutilized Business.

WNS is a standards based company committed to a high quality of installation attributed to our trained personnel. WNS has four BICSI RCDD's, one LAN Specialist, and BICSI trained technicians and installers on staff.

WNS is a provider of network infrastructure, which includes Local Area Network cabling such as Category 5e and proposed Category 6, Fiber Optics, and Coax. WNS is a certified installer of Panduit, Belden, Siemons, CommScope, Ortronics, and Nordx/CDT cabling systems. WNS also provides telephone equipment from Siemens and Panasonic, which includes the new Voice over IP solutions, and Unified Messaging by Key Voice. With the help of our sister company, Analytical Computer Services, Woodlands Network Solutions can provide a complete network solution that includes hardware and software from companies such as Compaq, Microsoft, Citrix, Cisco, and Nortel Bay Networks.

Woodlands Network Solutions, Inc. has been servicing companies and educational institutions in the Houston Area for over seven years. Houston, Fort Bend, Cleveland, Pasadena, and Splendora school districts are among the educational institutions supported by WNS. During this tenure WNS has supported several nationwide rollouts for Air Liquide Corporation, IKON, BJ Services, and Nabors Drilling. WNS has also provided installations internationally for Coastal Corporation, which is now El Paso Energy. Each of these companies has used WNS because of quality of workmanship, consistency of installations, remote supportability, design-build capabilities, responsiveness to problems or service work, and the friendly and professional attitude of WNS staff and technicians.

WNS past success reflects the dedication and pride we take in our projects. From the Tech in the Field to the GM, everyday revolves around constant positive reinforcement and emphasis on quality before quantity and to assure such quality by everyday inspection and approval.

## **Technology Cabling Solutions, Inc. (TCS)**

Technology Cabling Solutions (TCS) was founded in 2001 to provide leading-edge cabling to clients within the educational sector. TCS has over 30 years experience in the cabling service industry that has given TCS a strong relationship with both purchasing and deployment services.

TCS qualifications and certifications include:



- Lucent Technologies enhanced Systimax training.
- SMP Certified
- Hitachi Certified
- Bertek Certified
- Ortronics Certified
- Belden Certified
- Lucent Technologies Systimax Power Sum training.
- Enhanced Category 5 UTP training.
- Panduit Certification – March 2001

### **Customer Support**

TCS offers highly trained technicians that meet BICSI standards. Our diverse group of experts offers a wide array of skills necessary to keep clients attuned to current EIA/TIA and BICSI technological updates and how they will in turn affect the Districts.

TCS's Vice President Representative, Silver Cortez, RCDD has full responsible for all activities in the districts and coordinating them with the respective individuals within TCS.

- \* AT&T G3R Training
- \* BICSI Member 1995, 1996, 1997, 1998, 1999, 2000, 2001
- \* RCDD – Registered Communications Distribution Designer 1996
- \* BICSI DD102 Designing Telecommunications Distribution Systems – 1996

Additional management representatives available to the district include Frank Garza, Project Manager (Dallas), Jason Cortez, Project Manager (Houston), Robert Garcia, Administrative Manager.

### **Anixter, Inc.**

Anixter is the world's leading global distributor of communication products, electrical and electronic wire and cable and a leading distributor of fasteners and other small components ("C" class inventory components) to original equipment manufacturers. The role of traditional distribution is expanded at Anixter through the constant expansion of product offerings, technical expertise, logistics and inventory services. The company leverages its one-of-a-kind global distribution network, electronic systems capabilities, world-class products and technical expertise to provide cost-effective solutions to its customers where, when and how they need them.

Anixter's revenues for 2002 were \$2.5 billion, with net income of \$43.5 million, or \$1.14 per diluted share. By effectively using its flexible operating platform, Anixter has shown the adaptability of its business model in varying market conditions. In the rapid growth years of the late 1990's through 2000 Anixter produced record levels of profits. As markets have contracted in the past couple of years Anixter has been able to rapidly

reduce costs, sustain solid levels of profitability and generate significant positive cash flow through working capital reductions.

Following the recent acquisition of Pentacon, Anixter now serves more than 82,000 customers with an inventory nearly of \$500 million. The company offers these customers over 185,000 products (nearly 2,000 manufacturers) from 142 warehouses with approximately 4.4 million square feet of space. The company's nearly 5,000 employees conduct business on a global basis in 40 different countries, in over 30 different languages, in 31 different currencies.